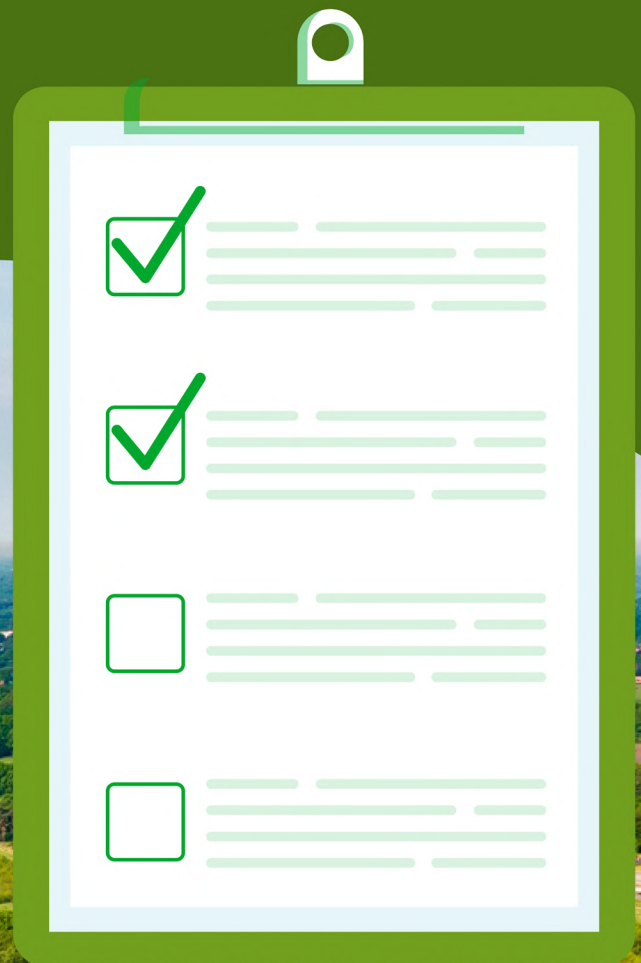


The Essential 11-Step Checklist to Selling Vacant Land





1. Verify Ownership and Title

- Obtain a current title report from a reliable company to confirm your legal land ownership.
- Check for any liens, encumbrances, or legal disputes that could impede the sale. Common issues include unpaid taxes, easements, or previous undisclosed agreements.
- Resolve any outstanding issues with title to ensure a clear transfer to the new owner. It might involve paying off liens, or settling disputes through legal means.



2. Conduct a Land Survey & Perc Test

- Engage a professional land surveyor to produce up-to-date maps and descriptions of your land. It is crucial for confirming property boundaries and understanding your parcel's exact size and layout.
- Ensure that all property markers are correctly placed and visible, which will help the sale process and potentially prevent boundary disputes with neighbors.
- Hire a professional to do a perc test to ensure your land is fit for sewer or septic.
- Use the survey results to update property descriptions in your sales materials, ensuring accuracy and transparency in your listings.

3. Assess Land Value

- Hire a certified appraiser to estimate your land's market value accurately based on current real estate trends and comparable sales in the area.
- Conduct your research on local land sales to understand how your property compares in price, location, and features.
- Price your land competitively to attract buyers, but ensure you cover your financial needs and recognize the land's worth.

4. Prepare the Land

- Perform essential land maintenance such as clearing rubbish, cutting back overgrown areas, and fixing broken fences or gates to improve aesthetic appeal.
- Consider more extensive scale improvements if cost-effective, such as minor landscaping or adding access paths, which can significantly increase the land's attractiveness and value.
- Document the land's condition with high-quality photographs from various angles, showcasing features that might interest buyers, like natural resources or scenic views.



5. Gather Important Documents

- Compile all essential documentation, including recent tax bills, proof of ownership and title insurance, and maintenance or land improvement records.
- Include legal paperwork related to zoning laws and land use restrictions that might affect the buyer's potential use of the property.
- Organize these documents neatly for easy presentation to interested buyers or real estate professionals, which can speed up the transaction process.

6. Market the Land

- Develop compelling and detailed marketing materials that highlight the unique selling points of your land. Focus on aspects like location, development potential, and natural resources.
- Create visually appealing listings with professional-quality photos and accurate, engaging descriptions.
- Highlight the potential uses of the land to attract a diverse range of buyers, from developers and investors to individuals seeking recreational property.

7. Advertise Effectively

- Utilize a variety of platforms to ensure your land reaches the broadest possible audience. It includes online real estate marketplaces, social media platforms, land-specific sales sites, and local classifieds.
- Consider targeted advertising campaigns if you have a specific buyer in mind, such as sending out mailers to developers or posting in industry-specific forums.
- Regularly update your advertisements to keep them relevant and ensure they are visible in search results, maintaining interest in your property.

8. Screen Potential Buyers

- Develop a set of criteria for qualifying potential buyers to ensure they have the financial means to follow through with the purchase.
- Be prepared with questions that help you gauge the seriousness and intent of buyers, reducing the likelihood of prolonged negotiations with non-serious parties.

9. Negotiate Offers

- Keep communication open with potential buyers to facilitate negotiations. Be prepared to discuss terms like price adjustments, payment methods, and timelines.
- Consider all offers carefully, and don't rush into accepting the first one unless it meets all your conditions. Sometimes, a slightly lower offer with better terms can be more beneficial.
- Have a minimum acceptable price in mind but remain flexible to negotiate to ensure a deal that benefits both parties.

10. Finalize the Sale

- Choose a Reputable Closing Agent:** Selecting the right closing agent is crucial to ensure a smooth and legally compliant transaction. Consider hiring a reputable title company or a qualified real estate attorney with experience in land sales. They will oversee the closing process, ensuring that all necessary documents are prepared accurately and that the transaction adheres to state and local regulations.

- Review Closing Documents:** Before the closing date, carefully review all closing documents provided by the closing agent. These documents typically include the purchase agreement, deed, title insurance policy, closing statement, and any other relevant paperwork. Ensure that the terms and conditions align with your expectations and that there are no discrepancies or errors.

11. Consider a Land Investor

- Evaluate the benefits of selling directly to a land investor, including a faster sale process and fewer responsibilities for you as the seller.
- Research potential land investors to find a reputable, experienced buyer specializing in purchasing vacant land.
- Discuss the terms with the investor, understanding their offer in detail. Land investors often buy land “as-is,” meaning you may not need to invest in improvements or deal with lingering legal issues.
- Consider the offer from the investor carefully. Although it might be slightly lower than the market rate, the quick and straightforward nature of the transaction can often offset the lower price, especially when considering the savings on marketing, legal fees, and ongoing maintenance.
- If you proceed with an investor, prepare for a swift closing process. Ensure all your documents are in order and understand the steps involved, as transactions with investors can often close in days or weeks, compared to months with traditional sales methods.

How To Contact Us

We are here to assist you in the best way possible. Below are the various methods you can use to get in touch with us:



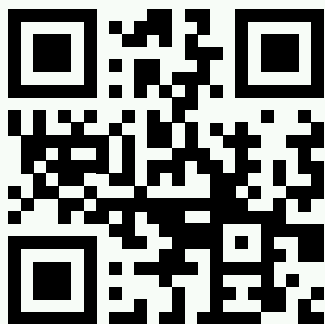
Phone: You can reach us by calling **(863) 216-3788**, our team will be happy to assist you with your land inquiries.

Email: You can send us an email at **acquisitions@usdirtbuyer.com**, and our team will reply promptly during our business hours.

Contact Form: Feel free to reach out to us through our online contact form available on our website **www.usdirtbuyer.com**. Simply fill out the required fields, and our team will respond to your message as soon as possible.

Mailing Address: If you need to send us physical correspondence or documents, please use the following mailing address:

304 E Pine St #5077, Lakeland, FL 33801



Scan the QR code above to visit the website

We look forward to working with you!